



## EARLY, LENNON, CROCKER & BARTOSIEWICZ, P.L.C.

ATTORNEYS AT LAW

900 COMERICA BUILDING KALAMAZOO, MICHIGAN 49007-4752 TELEPHONE (269) 381-8844 FACSIMILE (269) 381-8822

GEORGE H. LENNON DAVID G. CROCKER MICHAEL D. O'CONNOR HAROLD E. FISCHER, JR. LAWRENCE M. BRENTON GORDON C. MILLER GARY P. BARTOSIEWICZ BLAKE D. CROCKER ROBERT M. TAYLOR RON W. KIMBREL PATRICK D. CROCKER THOMAS A. BIRKHOLD RUSSELL B. BAUGH ANDREW J. VORBRICH TYREN R, CUDNEY OF COUNSEL JOHN T. PETERS, JR.

THOMPSON BENNETT (1912 - 2004) VINCENT T. EARLY (1922 - 2001) JOSEPH J. BURGIE (1926 - 1992)

November 8, 2007

Brian McNeil, Executive Secretary Arizona Corporation Commission Telecommunications Division 1200 West Washington Phoenix, AZ 85007

RE:

Total Call International, Inc.

Docket No. T-04004A-01-0259

Dear Mr. McNeil:

Enclosed please find an original and thirteen (13) copies of the above-referenced company's Response to Order to Show Cause.

Should you have any questions concerning this filing, please contact the undersigned.

Very truly yours,

EARLY, LENNON, CROCKER & BARTOSIEWICZ, P.L.C.

Patrick D. Crocker

PDC/tld

Arizona Corporation Commission DOCKETED

NOV 09 2007

DOCKETED BY

RZ CORP COMMISSION

2007 NOV -9 P 12: 42

RECEIVED

### BEFORE THE ARIZONA CORPORATION COMMISSION

STAFF of the Utilities Division,

Complainant,

DOCKET NO. T-04004A-01-0259

RESPONSE TO ORDER TO SHOW CAUSE

VS.

TOTAL CALL INTERNATIONAL, INC.

Respondent.

## **RESPONSE TO ORDER TO SHOW CAUSE**

We are the attorneys for Total Call International, Inc. ("Total Call"). On behalf of Total Call, we file this Response to Complaint and Petition for Order to Show Cause, stating as follows:

- 1. Total Call admits paragraph 1.
- Total Call admits paragraph 2. 2.
- 3. Total Call admits paragraph 3.
- Total Call neither admits nor denies allegations raised in paragraph 4. 4.
- Total Call admits paragraph 5. 5.
- 6. Total Call neither admits nor denies paragraph 6.
- 7. Total Call neither admits nor denies paragraph 7.
- Total Call neither admits nor denies allegations contained in paragraph 8, 8. excepting that Total Call admits that it has attempted and continues to attempt to procure a company willing to issue the required bond.
  - 9. Total Call admits paragraph 9.

- 10. Total call admits paragraph 10. Total Call has filed a letter in support of Staff's Memorandum to administratively close Docket No. T-04224A-06-0098. A copy of Total Call's letter appears as Exhibit A hereto.
  - 11. Total Call neither admits nor denies allegations set forth in Paragraph 11.

## **CONCLUSION AND RECOMMENDATION**

- 12. We believe the original bond requirement should not be imposed upon Total Call at this time for the following reasons:
  - (1) Total Call's current financial condition does not justify the filing of a bond. We have included Total Call's most recent financial statements to be kept under seal by this Commission in support of this averment as Exhibit B.
  - The original purpose of the bond was to protect the end users of Arizona from unscrupulous carriers. Total Call's treatment of end users does not support the imposition of a bond at this time. As indicated by the Staff, no complaint, inquiry, or opinion have been filed against Total Call in Arizona since receiving authority to provide service in 2001. Total Call's exemplary record over the past 6 years demonstrates that it treats Arizona customer with the highest degree of care.
  - (3) Total call has acted at all the in good faith in its dealings with this Commission and end users in Arizona. Total Call should not be sanctioned due to confusion resulting from filings made by outside consultants.
  - (4) Total Call's inaction should not render Decision No. 64065 null and void as Total Call has otherwise demonstrated its technical, financial and managerial ability to operate as a carrier in good stead in Arizona since 2001.

WHEREFORE, Total Call respectfully requests that the Commission cancel the performance bond requirement, or in the alternative, allow for Total Call to substitute a sight draft Letter of Credit for such performance bond requirement.

Dated: 11/8/07

Total Call International, Inc.

Patrick D. Crocker

Early, Lennon, Crocker & Bartosiewicz, P.L.C.

900 Comerica Building Kalamazoo, MI 49007

Telephone: (269) 381-8844

Facsimile: (269) 381-8822

E-mail: <u>pcrocker@earlylennon.com</u>

Its: Attorneys

## EXHIBIT A

## EARLY, LENNON, CROCKER & BARTOSIEWICZ, P.L.C.

ATTORNEYS AT LAW

900 COMERICA BUILDING KALAMAZOO, MICHIGAN 49007-4752 TELEPHONE (269) 381-8844 FACSIMILE (269) 381-8822

GEORGE H. LENNON DAVID G. CROCKER MICHAEL D. O'CONNOR HAROLD E. FISCHER, JR. LAWRENCE M. BRENTON GORDON C. MILLER GARY P. BARTOSIEWICZ BLAKE D. CROCKER ROBERT M. TAYLOR RON W. KIMBREL PATRICK D. CROCKER THOMAS A. BIRKHOLD RUSSELL B. BAUGH ANDREW J. VORBRICH TYREN R. CUDNEY OF COUNSEL
JOHN T. PETERS, JR.

THOMPSON BENNETT (1912 - 2004) VINCENT T. EARLY (1922 - 2001) JOSEPH J. BURGIE (1926 - 1992)

November 7, 2007

Brian McNeil, Executive Secretary Arizona Corporation Commission Telecommunications Division 1200 West Washington Phoenix. AZ 85007

RE:

Total Call International, Inc. Docket No. T-0422A-06-0098

Dear Mr. McNeil:

We are the attorneys for Total Call International, Inc.

We have been faxed a Procedural Order issued by the Commission with regard to the above captioned matter. Through this Procedural Order, the Commission has provided this law firm with the opportunity to respond before the Commission administratively closes Docket No T-0422A-06-0098.

As indicated to the Staff, we believe the outstanding issues in this docket and Docket No. T-04004A-01-0259 arise directly as a result of performance failures by consultants specifically hired by our client to handle such issues. Problems with these outstanding issues have been further aggravated by our client's transfer from Thomson/TCS to Nationwide Regulatory Compliance, LLC to handle compliance related matters, along with the transition to new counsel. The staff in Arizona has taken the time to provide clarity to a confusing situation with simultaneous dockets having been opened by the company's outside counsel concerning a request for what appears to be identical operating authority. We agree with the staff that the most recent Docket No. T-0422A-06-0098 should be administratively closed.

We will confer with staff post haste to address the compliance items remaining open in Docket No. T-04004A-01-0259.

Thank you for the courtesy in allowing our firm the opportunity to respond to the administrative closure of Docket No. T-04224A-06-0098.

ruly yours,

**V**ENNON, CROCKER & BARTOSIEWICZ, P.L.C.

Patrick D. Crocker

PDC/tld

## EXHIBIT B

TOTAL CALL INTERNATIONAL, INC. BALANCE SHEET - Unaudited AT JULY 31, 2007

### **ASSETS**

Cash and cash equivalents       \$ 1,663,386         Accounts receivable, less allowances       \$ 15,099,656         Inventory       \$ 4,064         Deposits       \$ 370,238         Prepaid Expenses       \$ 511,286         Deferred Tax Assets       \$ 799,124         Accrued Interest Income       \$ 15,336         Total Current Assets       \$ 18,463,089    PROPERTY, PLANT, AND EQUIPMENT
Inventory
Inventory
Prepaid Expenses         \$ 511,286           Deferred Tax Assets         \$ 799,124           Accrued Interest Income         \$ 15,336           Total Current Assets         \$ 18,463,089   PROPERTY, PLANT, AND EQUIPMENT
Prepaid Expenses         \$ 511,286           Deferred Tax Assets         \$ 799,124           Accrued Interest Income         \$ 15,336           Total Current Assets         \$ 18,463,089   PROPERTY, PLANT, AND EQUIPMENT
Deferred Tax Assets \$ 799,124 Accrued Interest Income \$ 15,336 Total Current Assets \$ 18,463,089  PROPERTY, PLANT, AND EQUIPMENT
Accrued Interest Income Total Current Assets  \$ 15,336 \$18,463,089  PROPERTY, PLANT, AND EQUIPMENT
PROPERTY, PLANT, AND EQUIPMENT
PROPERTY, PLANT, AND EQUIPMENT
PROPERTY, PLANT, AND EQUIPMENT
Leasehold Improvements \$ 414,188
Office Furniture & Equipment \$ 680,096
Computer Equipment \$ 893,773
Switching Equipment \$ 2,456,000
Software <u>\$ 2,610,012</u>
Total Fixed Assets \$ 7,054,071
Less: Accumulated Depreciation/Amortization \$ (4,861,036)
Net Property, Plant, and Equipment \$ 2,193,035
OTHER ASSETS
Opex Acquisition \$ 7,060,583
Note Receivable \$ 3,664,546
Due from Affiliates \$ 4,506,707 \$15,231,836
TOTAL ASSETS \$35,887,959
TOTAL MODELLA
LIABILITIES AND STOCKHOLDERS' EQUITY
CURRENT LIABILITIES
Accounts Payable \$ 11,608,082
Accrued Liabilities \$ 5,812,812
Deferred Revenue \$ 18,096,918
Total Current Liabilities \$35,517,813
LONG TERM LIABILITIES
Software Loan \$ 172,000
TOTAL LIABILITIES \$35,689,813
STOCKHOLDERS' EQUITY
Common Stock \$ 18,045
Additional Paid In Capital \$ 144,830
Treasury Stock \$ (700,000)
Retained Earnings \$ 735,271
Total Equity \$ 198,146
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY \$35,887,959

# TOTAL CALL INTERNATIONAL, INC. INCOME STATEMENT - Unaudited FOR SEVEN MONTHS ENDED JULY 31, 2007

OPERATING REVENUES		
Prepaid Cards	\$	84,463,078
Long Distance Services	\$	5,661,230
Wholesale	\$	206,701
Total operating revenues	\$	90,331,009
OPERATING EXPENSES		
Carrier costs	\$	83,271,535
Card printing	\$	173,225
Depreciation and amortization	\$	563,231
General and administrative	\$ \$ \$ \$ \$ \$	5,022,799
Sales and marketing	\$	1,234,379
Bad debts expense	\$	201,313
Total operating expenses	\$	90,466,481
NET ORDINARY INCOME	\$	(135,472)
OTHER INCOME AND (EXPENSES)		
Interest Income	\$	263,966
Interest Expense	\$	(24,452)
NET INCOME BEFORE TAXES	\$	104,043
RETAINED DEFICIT, beginning of year		\$631,229
Add: Net Income	\$	104,043
RETAINED DEFICIT, end of year		\$735,271

## TOTAL CALL INTERNATIONAL, INC. BALANCE SHEET - Unaudited AT DECEMBER 31, 2006

### **ASSETS**

TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY		\$32,301,081
Total Equity		\$ 94,104
Retained Earnings	\$ 631,229	
Treasury Stock	\$ (700,000)	
Additional Paid In Capital	\$ 144,830	
Common Stock	\$ 18,045	
STOCKHOLDERS' EQUITY		
TOTAL LIABILITIES		\$32,206,977
Software Loan		\$ 284,048
LONG TERM LIABILITIES		
Total Current Liabilities		\$31,922,929
Deferred Revenue	\$ 18,868,517	004 000 000
Accrued Liabilities	\$ 2,118,050	
Accounts Payable	\$ 10,936,362	
CURRENT LIABILITIES		
LIABILITIES AND STOCKHOLDERS' EQUITY		
TOTAL ASSETS		\$32,301,081
Note Receivable		\$ 3,607,324
Opex Acquisition		\$ 89,147
OTHER ASSETS		
Net Property, Plant, and Equipment		\$ 2,442,766
Less: Accumulated Depreciation/Amortization	\$ (4,297,805)	
Total Fixed Assets	\$ 6,740,571	
Software	\$ 2,459,430	
Switching Equipment	\$ 2,442,110	
Computer Equipment	\$ 827,761	
Office Furniture & Equipment	\$ 597,082	
Leasehold improvements	\$ 414,188	
PROPERTY, PLANT, AND EQUIPMENT		
Total Current Assets		₩&U, IU 1,040
Accrued Interest Income	\$ 39,508	\$26,161,845
Deferred Tax Assets		
Prepaid Expenses		
Deposits		
Due from Others	\$ 1,128,083 \$ 399,067	
Inventory	\$ 4,064	
Accounts receivable, less allowances	\$ 15,708,039	
Cash and cash equivalents	\$ 7,481,923	
CURRENT ASSETS		

## TOTAL CALL INTERNATIONAL, INC. INCOME STATEMENT - Unaudited FOR PERIOD ENDED DECEMBER 31, 2006

OPERATING REVENUES		
Prepaid Cards	\$	128,625,202
Long Distance Services	\$	11,175,503
Wholesale	\$	510,214
Total operating revenues	\$	140,310,919
OPERATING EXPENSES		
Carrier costs	\$	125,508,542
Card printing	\$	963,673
Depreciation and amortization	\$	989,829
General and administrative	\$ \$ \$ \$	9,345,267
Sales and marketing	\$	2,330,810
Bad debts expense	\$	368,017
Total operating expenses	\$	139,506,138
NET ORDINARY INCOME	\$	804,782
OTHER INCOME AND (EXPENSES) Interest Income	\$	659,833
NET INCOME BEFORE TAXES	\$	1,464,615
RETAINED DEFICIT, beginning of year	_	(\$833,386)
Add: Net Income	_\$	1,464,615
RETAINED DEFICIT, end of year		\$631,229